RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108

Williamsville, NY 14221
(716) 634-9232
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August 12, 1997

RJR Account #278580
Mr. D. Brown
HERKIMER WHOLESALE

SALEM TEAR TAPE PROMOTION #701497: SEPTEMBER AND OCTOBER 1997

Dear Dan:

SALEM .30¢ tear tape product has been ordered, as well as **122** SKUs of 40-Pack Displays (Item #530123 @ 1/SKU) to pack and ship the above promotion to your participating retail accounts as identified on the attached Customer List. This Promotion will be delivered in two separate drive periods; September and October. Utilize the same Customer List for each drive period. New Displays will not be shipped with the October drive period (see enclosed Retailer Letter).

Display Detail / Item #530123

SKU CUBE:	**0.4890**
SKU WT (w/o Product):	**1.4480 lbs**
Retail Sales Offers per Sku:	**40 units**
Billing per Sku:	**4 Full Price Cartons**

R. J. Reynolds' sales personnel will issue .30¢/pack payment to retailers at store level. RJR will reimburse you $14.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$252.00 (18 (12M) case(s) @ $14.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

THE ATTACHED CUSTOMER LIST SHOULD BE RETAINED AND UTILIZED FOR OCTOBER DISTRIBUTION OF SALEM .30¢ PROMOTIONAL PRODUCT.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: RJR: S. Schwalm /
Herkimer M. Defabio
B. Shepard
Enc. Retailer Letter
Retail Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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SALTAPE.DOC

Source: https://www.industrydocuments.ucsf.edu/docs/sfgn0000

SEPTEMBER DELIVERY
SALEM TEAR TAPE
HERKIMER WHOLESALE

September Drive Period 709 / Promotion #701497

PROMOTION DESCRIPTION: *EACH DISPLAY CONTAINS 40 .30¢ OFF PER PACK OFFERS (4 CARTONS). PACK AND SHIP ONE (1) DISPLAY, ALONG WITH ANY ADDITIONAL PRODUCT REQUIRED, AS INDICATED ON THE ATTACHED CUSTOMER LIST.*

DISPLAY LOAD (4 CARTONS):

1 CARTON EACH:

- SALEM FULL FLAVOR
- SALEM LIGHT
- SALEM FULL FLAVOR 100
- SALEM LIGHT 100

RETAILER NEEDS TO MAINTAIN SALEM 40-PACK DISPLAY FOR OCTOBER DRIVE PERIOD (INCLUDE A COPY OF THE ENCLOSED 'RETAILER LETTER' IN EACH DISPLAY SHIPPED TO RETAIL)

Product PO # 8269989 ; Displays PO # 1268

UPC Code	SALEM BRAND STYLE	#/ (6M) Cases @ .30¢ Off
12300-24194	*Full Flavor*	9
12300-24196	*Light*	9
12300-24195	*Full Flavor 100*	9
12300-24197	*Light 100*	9

Product / Premium Arrival: **September 2, 1997**

Ship Date to Retail: **Week of: September 8, 1997**

EFT $ Amount: **$N/A**

Non-EFT $ Amount: **$12,913.94**

R. J. REYNOLDS' SALES PERSONNEL WILL ISSUE .30¢ / PACK PAYMENT TO RETAILERS AT STORE LEVEL.

SEPTEMBER DELIVERY

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Source: https://www.industrydocuments.ucsf.edu/docs/sfgn0000

OCTOBER DELIVERY
SALEM TEAR TAPE
HERKIMER WHOLESALE

October Drive Period 709 / Promotion #701497

PROMOTION DESCRIPTION: *UTILIZE THE SEPTEMBER CUSTOMER LIST TO SHIP THE APPROPRIATE NUMBER OF SALEM $3.00 OFF / CARTONS PER BRAND STYLE AS INDICATED. RETAILER WILL LOAD PRODUCT INTO THE 4-CARTON DISPLAY WHICH WAS SHIPPED WITH SEPTEMBER DRIVE PERIOD.*

Product PO # 8269990

UPC Code	SALEM BRAND STYLE	#/ (6M) Cases @ .30¢ Off
12300-24194	*Full Flavor*	**9**
12300-24196	*Light*	**9**
12300-24195	*Full Flavor 100*	**9**
12300-24197	*Light 100*	**9**

Product Arrival: **October 6, 1997**

(No Displays will be shipped)

Ship Date to Retail: **Week of: October 13, 1997**

EFT $ Amount: **$N/A**
Non-EFT $ Amount: **$12,913.94**

R. J. REYNOLDS' SALES PERSONNEL WILL ISSUE .30¢ / PACK PAYMENT TO RETAILERS AT STORE LEVEL.

OCTOBER DELIVERY

51859 4716

Source: https://www.industrydocuments.ucsf.edu/docs/sfgn0000

SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT FOR SEPTEMBER / OCTOBER DRIVE PERIODS

SR TERR	ACCT	ACCOUNT NAME	ADDRESS	CITY	ST	VAP WHLSR	VAP WHLSR NAME	VAP SUPPLIER	Salem FF King	Salem FF 100	Salem Lt King	Salem Lt 100
162202	023503	NICE N EASY #1701	PO BOX 196, ROUTE 13	WILLIAMSTOWN	NY	278580	HERKIMER WHOLE. CO.	9022906	2	2	2	2
162202	043361	NORTHERN LTS. MOBIL	2801 BREWERTON RD	MATTYDALE	NY	278580	HERKIMER WHOLE. CO.	9075433	3	3	3	3
162202	058108	NORTH SYRACUSE MOBIL	800 N MAIN ST	NORTH SYRACUSE	NY	278580	HERKIMER WHOLE. CO.	901652	3	3	3	3
162202	088579	PLANK RD MINI MART	523 S MAIN ST	NORTH SYRACUSE	NY	278580	HERKIMER WHOLE. CO.	9100736	2	2	2	2
162202	172455	GAROFALO GROCERY	155 E BRIDGE ST	OSWEGO	NY	278580	HERKIMER WHOLE. CO.	901967	4	4	4	4
162202	172837	LACONA SUPERMARKET	8334 HARWOOD DRIVE	LACONA	NY	278580	HERKIMER WHOLE. CO.	902155	1	1	1	1
162202	272598	EXPRESS MART #501F	7628 RICHLAND RD	PULASKI	NY	278580	HERKIMER WHOLE. CO.	0	1	1	1	1
162202	289246	D & W CONVENIENCE	RT 104 & 104B	NEW HAVEN	NY	278580	HERKIMER WHOLE. CO.	9032020	1	1	1	1
162202	334077	EXPRESS MART #504F	ROUTE 3	PORT ONTARIO	NY	278580	HERKIMER WHOLE. CO.	0	1	1	1	1
162202	350263	STRUPPLERS BIG M 729	909 W FIRST ST	FULTON	NY	278580	HERKIMER WHOLE. CO.	9101700	4	4	4	4
162202	408114	NICE N EASY #1702	8446 MILL POND WAY	MC CONNELLSVLE	NY	278580	HERKIMER WHOLE. CO.	9042664	1	1	1	1
162202	432036	104 STORE	13824 STATE ROUTE 37	RED CREEK	NY	278580	HERKIMER WHOLE. CO.	922732	2	2	2	2
162202	435553	GREAT NO MOBIL SERV	4031 STATE ROUTE 31	LIVERPOOL	NY	278580	HERKIMER WHOLE. CO.	9064437	2	2	2	2
162202	486925	RICH & VERNS	64 WASHINGTON ST	WATERLOO	NY	278580	HERKIMER WHOLE. CO.	9105016	3	3	3	3
162202	507381	SCRIBA MINI MART	RT 2 BOX 50 104E	SCRIBA	NY	278580	HERKIMER WHOLE. CO.	9024159	1	1	1	1
162202	549109	BAYBERRY MOBIL	7549 OSWEGO RD	LIVERPOOL	NY	278580	HERKIMER WHOLE. CO.	906438	2	2	2	2
162202	583046	NICE N EASY #2801	PO BOX 384, MAIN ST	CROGHAN	NY	278580	HERKIMER WHOLE. CO.	9077654	1	1	1	1
162202	649926	STEVE'S PLACE	107W BRIDGE ST.	OSWEGO	NY	278580	HERKIMER WHOLE. CO.	9080722	1	1	1	1
162202	669456	A.H. LIVERPOOL MOBIL	416 OSWEGO ST	LIVERPOOL	NY	278580	HERKIMER WHOLE. CO.	906941	2	2	2	2
162202	675059	JAMIESON CORS CONV	RTE. 17 + ST RTE 69	WILLIAMSTOWN	NY	278580	HERKIMER WHOLE. CO.	9086810	1	1	1	1
162202	684885	PIT STOP #99	433 COUNTY ROUTE 3	FULTON	NY	278580	HERKIMER WHOLE. CO.	9100413	1	1	1	1
162202	693564	BEAR ROAD MOBIL	VRC ENTERPRISES	NORTH SYRACUSE	NY	278580	HERKIMER WHOLE. CO.	9089228	2	2	2	2
162202	696067	NICE N EASY #3101	2949 ROUTE 49	CENTRAL SQUARE	NY	278580	HERKIMER WHOLE. CO.	9095589	2	2	2	2
162202	696617	C&J'S GROCERY	370 COUNTY ROUTE 54	PENNELLVILLE	NY	278580	HERKIMER WHOLE. CO.	9094905	1	1	1	1
162202	714620	CANAL CONVENIENCE	12 ROCHESTER STREET	PORT BYRON	NY	278580	HERKIMER WHOLE. CO.	9097497	3	3	3	3
162202	722139	RICHLAND JUNCTION	7600 MAIN STREET	RICHLAND	NY	278580	HERKIMER WHOLE. CO.	9099987	1	1	1	1
162202	762262	A&J MINI MARKET	MAIN ST	SYLVAN BEACH	NY	278580	HERKIMER WHOLE. CO.	9084807	2	2	2	2
162202	762523	MINETTO MINI MART	2737 NY ROUTE 49	MINETTO	NY	278580	HERKIMER WHOLE. CO.	9088030	1	1	1	1
162204	224394	JUNEBERRY MOBIL/F	RT 26 SOUTH	VESTAL	NY	278580	HERKIMER WHOLE. CO.	9030669	2	2	2	2
162204	419123	HINDS OIL MART	54 CHURCH ST	MONTROSE	PA	278580	HERKIMER WHOLE. CO.	9103904	2	2	2	2
162204	469799	JOHN WOLCOTT'S MOBIL	1015 UNION CENTER MA	ENDICOTT	NY	278580	HERKIMER WHOLE. CO.	0	11	11	11	11
162204	720314	SCHAEFER'S QUICKWAY	65 OAK ST	DEPOSIT	NY	278580	HERKIMER WHOLE. CO.	0	1	1	1	1
162204	728444	HIND'S OIL MART #2	339 E MAIN ST	SUSQUEHANNA	PA	278580	HERKIMER WHOLE. CO.	9103912	1	1	1	1
162204	748815	CAROUSEL FOOD MART	906 NORTH ST # 908	ENDICOTT	NY	278580	HERKIMER WHOLE. CO.	0	2	2	2	2
162205	023081	C J MYERS SERV. CNTR	2400 JAMES ST	SYRACUSE	NY	278580	HERKIMER WHOLE. CO.	905448	4	4	4	4
162205	053067	EAST SIDE MOBIL MART	3070 ERIE BLVD E	SYRACUSE	NY	278580	HERKIMER WHOLE. CO.	9030628	2	2	2	2
162205	206063	DELLES CORNER STORE	2101 W GENESEE ST	SYRACUSE	NY	278580	HERKIMER WHOLE. CO.	9051053	2	2	2	2

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SR TERR	ACCT	ACCOUNT NAME	ADDRESS	CITY	ST	VAP WHSR	VAP WHSR NAME	VAP SUPPLIER	Salem FF King	Salem FF 100	Salem LT King	Salem Lt 100
162205	476759	ANAND MOBIL	4730 S SALINA ST	SYRACUSE	NY	278580	HERKIMER WHOLE. CO.	0	2	2	2	2
162205	504849	ERIE BLVD MOBIL	1641 ERIE BLVD E	SYRACUSE	NY	278580	HERKIMER WHOLE. CO.	905863	2	2	2	2
162205	513416	CARRIER CIRCLE MOBIL	6589 THOMPSON RD.	SYRACUSE	NY	278580	HERKIMER WHOLE. CO.	911057	3	3	3	3
162205	566767	APPLE VALLEY COUNTRY	2053 W GENESEE TPKE	CAMILLUS	NY	278580	HERKIMER WHOLE. CO.	9080920	3	3	3	3
162205	632848	WESTERN LIGHTS MOBIL	400 VELASKO RD	SYRACUSE	NY	278580	HERKIMER WHOLE. CO.	9051079	4	4	4	4
162205	651729	ADELPHIA CONV & DELI	215 S SALINA ST.	SYRACUSE	NY	278580	HERKIMER WHOLE. CO.	9097171	3	3	3	3
162205	762320	CAMILLUS MOBIL 08E5T	5401 W GENESEE ST	CAMILLUS	NY	278580	HERKIMER WHOLE. CO.	905257	2	2	2	2
162205	762686	GLISSONS MOBIL	357 NOTTINGHAM RD	SYRACUSE	NY	278580	HERKIMER WHOLE. CO.	906891	2	2	2	2
162206	038165	HOYLE'S MOBIL SERV	CHESTNUT & ONEIDA ST	ONEONTA	NY	278580	HERKIMER WHOLE. CO.	0	1	1	1	1
162206	086899	KEKIS MOBIL SERVICE	400 W DOMINICK ST	ROME	NY	278580	HERKIMER WHOLE. CO.	0	9	9	9	9
162206	171481	YE OLDE POLKE STORE	RR 4 BOX 235	NORWICH	NY	278580	HERKIMER WHOLE. CO.	0	1	1	1	1
162206	171939	SHIBLEY'S SUPERETTE	12 COLUMBIA ST	MOHAWK	NY	278580	HERKIMER WHOLE. CO.	9004763	3	3	3	3
162206	477398	MADIA'S NEWS	502 N JAMES ST	ROME	NY	278580	HERKIMER WHOLE. CO.	9063165	3	3	3	3
162206	480595	COUNTRY CORNER MART	ROUTE 23 & 205	ONEONTA	NY	278580	HERKIMER WHOLE. CO.	9063074	2	2	2	2
162206	511164	C & D'S MARKET	7560 N MAIN STREET	NEWPORT	NY	278580	HERKIMER WHOLE. CO.	9025743	2	2	2	2
162206	535902	BRIDGEWATER FOOD MKT	PO BOX 371 ROUTE 8	BRIDGEWATER	NY	278580	HERKIMER WHOLE. CO.	9037086	1	1	1	1
162206	596637	HILLTOP MARKET	ROUTE 26 BOX 301	WEST LEYDEN	NY	278580	HERKIMER WHOLE. CO.	907394	1	1	1	1
162206	660680	J&K BEVERAGE	1 LENOX AVE	ONEIDA	NY	278580	HERKIMER WHOLE. CO.	9084641	2	2	2	2
162206	693280	CHITTENANGO MOBIL MA	603 E GENESEE ST	CHITTENANGO	NY	278580	HERKIMER WHOLE. CO.	910653	1	1	1	1
162206	725856	SONY THRIFTY MARKET	1148 FLOYD AVE	ROME	NY	278580	HERKIMER WHOLE. CO.	0	2	2	2	2
162206	743942	RJ'S SUPERMARKET #2	1205 BLEECKER ST	UTICA	NY	278580	HERKIMER WHOLE. CO.	0	1	1	1	1
162206	760353	FLY CREEK GEN. STORE	ROUTE 28	FLY CREEK	NY	278580	HERKIMER WHOLE. CO.	0	1	1	1	1
162206	762096	REILLY DAIRY	9553 PINNACLE RD	SAUQUOIT	NY	278580	HERKIMER WHOLE. CO.	9006530	2	2	2	2
162206	762505	COURT YARD MARKET	135 NORTH COURT STREET	WAMPSVILLE	NY	278580	HERKIMER WHOLE. CO.	9013939	1	1	1	1
162210	706643	JET MART	236 E MAIN ST	MIDDLETOWN	NY	278580	HERKIMER WHOLE. CO.	9095761	1	1	1	1
162303	067585	SNYDER'S SERVICE ST	3080 CARMEN RD	SCHENECTADY	NY	278580	HERKIMER WHOLE. CO.	909556	4	4	4	4
162303	417675	HARRY'S	1309 ALTAMONT AVE	SCHENECTADY	NY	278580	HERKIMER WHOLE. CO.	917377	5	5	5	5
162303	420660	MIAN PETROL	3036 BROADWAY	SCHENECTADY	NY	278580	HERKIMER WHOLE. CO.	917732	4	4	4	4
162303	489611	BALLTOWN SERVICE INC	370 NEW KARNER RD	ALBANY	NY	278580	HERKIMER WHOLE. CO.	902478	7	7	7	7
162303	502775	LEWIES SUPERMARKET	19 STATE STREET	FORT PLAIN	NY	278580	HERKIMER WHOLE. CO.	9002874	5	5	5	5
162303	569644	J P GAS & MART	281 ALTAMONT AVE	SCHENECTADY	NY	278580	HERKIMER WHOLE. CO.	920710	7	7	7	7
162303	748800	UNION GETTY	MIAN PETROLEUM	SCHENECTADY	NY	278580	HERKIMER WHOLE. CO.	0	2	2	2	2
162303	767397	KETCHUM'S SERVICE	200 MAIN STREET	ALTAMONT	NY	278580	HERKIMER WHOLE. CO.	0	5	5	5	5
162305	632654	SANI INC.	615 CLINTON AVENUE	ALBANY	NY	278580	HERKIMER WHOLE. CO.	922344	2	2	2	2
162305	698974	RAVENA MANI CONVENIE	RT. 9W & 146	RAVENA	NY	278580	HERKIMER WHOLE. CO.	9095019	4	4	4	4
162305	705967	FINNIGAN'S CONVENIEN	116 QUAIL ST	ALBANY	NY	278580	HERKIMER WHOLE. CO.	9097114	2	2	2	2
162305	752669	EMPIRE NEWS & GROCER	10 DELAWARE AVE	ALBANY	NY	278580	HERKIMER WHOLE. CO.	0	1	1	1	1

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SR TERR	ACCT	ACCOUNT NAME	ADDRESS	CITY	ST	VAP WHLSR	VAP WHLSR NAME	VAP SUPPLIER	Salem FF King	Salem FF 100	Salem Lt King	Salem Lt 100
162308	447555	D & K VIRK LTD.	385 VIOLET AVE	POUGHKEEPSIE	NY	278580	HERKIMER WHOLE. CO.	9094228	4	4	4	4
162308	649853	D&K VIRK LTD	RT 44	PLEASANT VLY	NY	278580	HERKIMER WHOLE. CO.	9094269	1	1	1	1
162309	546358	COURTESY MOBIL	MOBIL SERVICE CENTER	BREWSTER	NY	278580	HERKIMER WHOLE. CO.	0	2	2	2	2
162309	708235	FORT MARKET MOBIL	RT. 9W	FORT MONTGOMERY	NY	278580	HERKIMER WHOLE. CO.	0	1	1	1	1
162601	530653	BRUNO'S MOBIL	1038 PINE AVE	NIAGARA FALLS	NY	278580	HERKIMER WHOLE. CO.	911016	2	2	2	2
162601	592278	GEORGE'S MOBIL	2194 MILLERSPORT HWY	GETZVILLE	NY	278580	HERKIMER WHOLE. CO.	930305	2	2	2	2
162601	765325	BRODIES MOBIL MART	459 DIVISION ST	NORTH TONAWANDA	NY	278580	HERKIMER WHOLE. CO.	936831	2	2	2	2
162602	504309	ROBINSON'S MINI MART	6517 BKPT SPRT RD.	BROCKPORT	NY	278580	HERKIMER WHOLE. CO.	9104696	3	3	3	3
162602	725014	RICHARD BOOTH SERVIC	2765 CHILI AVE	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	936278	1	1	1	1
162602	763501	GEORGE RICE SERVICE	3152 CHILI AVE	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	904466	4	4	4	4
162602	763789	PERNA'S MOBIL	3785 CHILI AVE	CHURCHVILLE	NY	278580	HERKIMER WHOLE. CO.	927368	1	1	1	1
162602	923833	MOBIL MART/F	1508 BUFFALO RD	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	902304	1	1	1	1
162604	060874	STEAMER'S MOBIL/F	690 PITTS/VIC ROAD	PITTSFORD	NY	278580	HERKIMER WHOLE. CO.	9104845	1	1	1	1
162604	198421	KIRKWOOD OIL	7334 E MAIN ST	LIMA	NY	278580	HERKIMER WHOLE. CO.	925990	2	2	2	2
162604	268459	PANARAMA HESS	1500 PENFIELD RD	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	927129	4	4	4	4
162604	268751	DON'S DELI	4888 SAINT PAUL BLVD	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	924605	2	2	2	2
162604	268817	JIM'S STOP & SHOP	872 JAY ST	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	0	1	1	1	1
162604	269203	SEITZ GROCERY	426 RIDGE RD	WEBSTER	NY	278580	HERKIMER WHOLE. CO.	927756	2	2	2	2
162604	269213	NESBITTS GROCERY INC	857 BAY RD	WEBSTER	NY	278580	HERKIMER WHOLE. CO.	926808	2	2	2	2
162604	339359	METRO CENTER MINI	583 W BROAD ST	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	938597	2	2	2	2
162604	403087	KLEE'S MRKTPLC MOBIL	1775 MARKETPLACE DR	HENRIETTA	NY	278580	HERKIMER WHOLE. CO.	932988	3	3	3	3
162604	422065	ADAM'S MOBIL	575 WINTON RD N	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	922880	2	2	2	2
162604	442085	HESS 32324/F	975 RIDGE RD E	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	925438	2	2	2	2
162604	510619	DAVE'S AUTOMOTIVE	2100 RIDGE RD E	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	903096	1	1	1	1
162604	544704	RJ NEWS	3333 W HENRIETTA RD	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	913814	2	2	2	2
162604	549097	MOBIL/F	908 FAIRPORT RD	EAST ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	916601	1	1	1	1
162604	556494	MOBIL ZAMBITO	1495 RIDGE RD E	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	912147	2	2	2	2
162604	564957	RASIM MUTLU MOBIL	619 MONROE AVE	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	910844	1	1	1	1
162604	572426	SINDIBAD IMPORT	511 MAIN ST E	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	927780	1	1	1	1
162604	591256	THE CORNER STORE	655 UNIVERSITY AVE	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	929703	1	1	1	1
162604	592748	COM'GO MART	69 ROCHESTER ST	SCOTTSVILLE	NY	278580	HERKIMER WHOLE. CO.	929844	1	1	1	1
162604	624512	RAINBOW MEAT MKT	583 LAKE AVE	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	913517	2	2	2	2
162604	637155	PAUL'S SERVICE CNTR	735 EMERSON STREET	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	921890	2	2	2	2
162604	647706	KLEE'S MOBIL	3068 E. HENRIETTA RD.	HENRIETTA	NY	278580	HERKIMER WHOLE. CO.	932988	3	3	3	3
162604	662920	HUDSON TITUS SERVICE	2291 HUDSON AVE	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	933812	2	2	2	2
162604	664259	ZIADS MEATS & GROCER	452 PARSELLS AVE	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	935056	1	1	1	1
162604	726374	EAGLE MINI MART	6 WEST AVE	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	936682	2	2	2	2

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SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT FOR SEPTEMBER / OCTOBER DRIVE PERIODS

SR TERR	ACCT	ACCOUNT NAME	ADDRESS	CITY	ST	VAP WHLSR	VAP WHLSR NAME	VAP SUPPLIER	Salem FF King	Salem FF 100	Salem Lt King	Salem Lt 100
162604	764227	GIL TEGG'S MOBIL/F	671 BROOKS AVE	ROCHESTER	NY	278580	HERKIMER WHOLE. CO.	904342	2	2	2	2
162605	022619	WATKINS NEWS	311 FRANKLIN ST.	WATKINS GLEN	NY	278580	HERKIMER WHOLE. CO.	9106519	2	2	2	2
162605	244396	MACEDON MOBIL MART	337 RT 31	MACEDON	NY	278580	HERKIMER WHOLE. CO.	9105164	2	2	2	2
162605	576817	LIL COUNTRY STORE	RT 350 & 31F	MACEDON	NY	278580	HERKIMER WHOLE. CO.	918987	1	1	1	1
162605	651484	JEFF'S MOBIL	639 W. CHURCH ST.	ELMIRA	NY	278580	HERKIMER WHOLE. CO.	931618	1	1	1	1
162605	696056	SODUS CONVENIENT	38 W MAIN ST	SODUS	NY	278580	HERKIMER WHOLE. CO.	0	2	2	2	2
162605	720318	VICTOR MARKET BASKET	33 SCHOOL ST	VICTOR	NY	278580	HERKIMER WHOLE. CO.	937417	2	2	2	2
162605	739405	AUSTIN PETOR, INC.	PO BOX 1031	MORAVIA	NY	278580	HERKIMER WHOLE. CO.	9103243	1	1	1	1
162605	763454	JEFF'S MOBIL	2161 GRAND CENTRAL AVE	HORSEHEADS	NY	278580	HERKIMER WHOLE. CO.	9076738	2	2	2	2
162605	763910	TRIPHAMMER RD MOBL/F	2311 N TRIPHAMMER RD	ITHACA	NY	278580	HERKIMER WHOLE. CO.	9026964	4	4	4	4
162607	740271	QUICK MART III	82 S MAIN ST	MANSFIELD	PA	278580	HERKIMER WHOLE. CO.	0	1	1	1	1
						278580 Total			270	270	270	270

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RJR TOBACCO

To All RJR Retail Partners

RETAILER LETTER

SALEM .30¢ OFF/PACK

$3.00 OFF/CARTON

- THE 40-PACK DISPLAY BEING SHIPPED TO YOU FROM YOUR WHOLESALER FOR SALEM PROMOTED PRODUCT IS TO BE MAINTAINED FOR USE WITH SALEM PROMOTIONS FOR SEPTEMBER AND OCTOBER 1997.
- YOUR WHOLESALER WILL SHIP .30¢ OFF/PACK AND $3.00 OFF/CARTON PROMOTED PRODUCT ON A MONTHLY BASIS THROUGH YEAR END 1997. THIS PROMOTED PRODUCT IS TO BE PLACED INTO THE 40-PACK DISPLAY.
- *R. J. REYNOLDS'* SALES PERSONNEL WILL ISSUE .30¢ PER PACK PAYMENT FOR THIS PRODUCT AT STORE LEVEL.

AS ALWAYS, THANK YOU FOR YOUR ASSISTANCE IN THE MARKETING OF OUR PRODUCTS. IF YOU HAVE ANY QUESTIONS REGARDING THIS SHIPMENT PLEASE CONTACT YOUR RJR REPRESENTATIVE.

ROU.#1610

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